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Message Text

SECRET

PAGE 01 JAKART 11386 240912Z
ACTION PM-05

INFO OCT-01 EA-10 ISO-00 NSC-05 SP-02 SS-15 CIAE-00
INR-07 NSAE-00 DODE-00 EB-08 OMB-01 IGA-02 ACDA-07
/063 W
----------030019 241031Z /14
R 240845Z AUG 77
FM AMEMBASSY JAKARTA
TO SECSTATE WASHDC 3386
INFO AMEMBASSY BANGKOK
AMEMBASSY KUALA LUMPUR
AMEMBASSY MANILA
AMEMBASSY SINGAPORE

S E C R E T JAKARTA 11386

E.O. 11652: GDS
TAGS: MASS, ID, FR
SUBJECT: FRENCH ARMS SALES ACTIVITY

REF: STATE 189956

1. WHILE MISSION HAS LONG BEEN AWARE OF FRENCH AGGRESSIVENESS IN PROMOTING ARMS SALES TO GOI, AND PARTICULARLY THE MIRAGE IN COMPETITION WITH THE F-5, THERE HAS BEEN NO EVIDENCE THUS FAR THAT THE FRENCH HAVE INTENSIFIED THEIR ARMS SALES ACTIVITY OR HAVE SOUGHT TO DISPARAGE THE F-5. AS THE DEPARTMENT KNOWS, RELATIVELY UNFAVORABLE FMS CREDIT TERMS HAVE BEEN THE MAJOR OBSTACLE TO GOI DECISION TO PURCHASE NORTHROP'S F-5, NOT THE TECHNICAL COMPETITIVENESS OR TACTICS OF SALESMEN OF OTHER COMPARABLE AIRCRAFT SUCH AS THE MIRAGE. WITH PROBABILITY OF USG DECISION TO IMPROVE FMS CREDIT TERMS TO INDONESIA, WE WOULD EXPECT THAT GOI WILL DECIDE IN NEAR FUTURE TO SIGN CONTRACT TO PURCHASE F-5.

2. IN ADDITION TO THE MIRAGE, IT APPEARS THAT THE FRENCH ARE CURRENTLY DISCUSSING POSSIBLE SALES OF OTHER
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WEAPONS SYSTEMS TO THE GOI INCLUDING ARMORED VEHICLES AND MISSILES FOR PATROL CRAFT WHICH THE GOI RECENTLY CONTRACTED TO PURCHASE FROM THE ROK. AGAIN, THE FRENCH APPROACH APPEARS TO BE ONE OF WILLINGNESS TO SELL ANYTHING ON HIGHLY COMPETITIVE TERMS.

3. COMMENT: AS SUGGESTED IN REFTEL, NORTHROP'S OWN

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SELF-INTEREST MAY BE MAJOR FACTOR HERE AS TIME NEARS FOR
GOI DECISION ON AIRCRAFT PURCHASE.
RIVES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FIGHTER AIRCRAFT, NEGOTIATIONS, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 24-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977JAKART11386
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770305-0742
Format: TEL
From: JAKARTA
Handling Restrictions: n/a
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Retention: 0
Review Action: RELEASED, APPROVED
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Review Release Date: n/a
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SAS ID: 1506805
Secure: OPEN
Status: NATIVE
Subject: FRENCH ARMS SALES ACTIVITY
TAGS: MASS, ID, FR
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/15abde55-c288-dd11-92da-001cc4696bcc
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